

Exhibit A

**INVENTION DISCLOSURE FORM**

Invention Disclosure Form No. \_\_\_\_\_ Disclosure Status \_\_\_\_\_

This form may be used as a legal record and should be filled out carefully, either typed or in ink. If you have any questions, please call the patent attorney or agent servicing your operation.

Send completed form to:  
\_\_\_\_\_  
\_\_\_\_\_**1. TITLE OF INVENTION: ARTools Analysis Software and Web Auction****1. INVENTOR(S):**

2.

Name: Brad Buxton Payroll Code: \_\_\_\_\_ Extension: \_\_\_\_\_  
Address: 165 Regent Street Citizen of: United States  
Salt Lake City, UT 84102

Name: \_\_\_\_\_ Payroll Code: \_\_\_\_\_ Extension: \_\_\_\_\_  
Address: \_\_\_\_\_ Citizen of: \_\_\_\_\_

Additional inventors (including the same information as above):

John Stapleton, John Garvin, Trajan King, Claire Burkus, Matt Egen, Dan Alger, RC Hogan,  
Dave Nash, all of the same address above

This information is proprietary and no disclosure thereof may be made outside  
without written authorization from \_\_\_\_\_

Signature of inventor

Date

Signature of inventor

Date

Read and understood by:

Signature of witness

Date

Signature of witness

Date

**PROOF OF CONCEPTION**

a.

drawing made? Brad Buxton Date Redacted By whom was first  
 Location of first drawing Salt Lake City office

a.

description written? Brad Buxton Date Redacted By whom was first  
 Location of first description Salt Lake City office

a.

invention first disclosed? Quantum Corporation Date To whom was

1.

**REDUCTION TO****PRACTICE**

a.

embodying the invention constructed and tested or the process practiced? Was a device

Yes ( X ) No ( )

a.

device constructed and tested or the process practiced? ARTools development team By whom was the

Date Started Redacted

Date Completed Redacted

a.

documents, including photographs, drawings, and data sheets showing reduction to practice:  
Salt Lake City office Present location of

1.

**WORK****ASSIGNMENT**

a.

Indicate by account number and title project(s) to which time was charged in the development of the invention.

Account No.

Project Name ARTools

Account No.

Project Name

a.

developed under a government contract? Yes ( ) No ( X )  
 Contract No.

Was the invention

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Signature of inventor

Date

Signature of inventor

Date

**Read and understood by:**

Signature of witness

Date

Signature of witness

Date

1.

**PUBLIC****DISCLOSURE**

a.

been publicly disclosed in a printed publication?  
 Yes (X) No ( ) Publication

Has the invention

Date

*Redacted*

a.

been publicly disclosed in any other way such as, for example, in a presentation, at a conference, or in a demonstration?  
 Yes (X) No ( ) If so, when and where? A demo of ARTTools has been given to many of our clients in the months starting in March.

Has the invention

a.

not been publicly disclosed, is public disclosure of it planned?  
 Yes ( ) No ( )  
 If so, when and where? Not applicable

If the invention has

a.

related invention disclosures or patent applications?  
 Yes ( ) No (X) If so, please elaborate.

Are there any

1.

**SALE**

2.

a.

embodying the invention or made by the invention been sold or offered for sale? Yes (X) No ( ) If so, when? A one year contract was signed with Quantum Corp on [REDACTED] In addition, ART has used the ARTTools Auction for several RFPs starting on [REDACTED]

*Redacted*

a.

embodying the invention or made by the invention has not been sold or offered for sale, are there plans to sell or offer for sale such a product? Yes ( ) No ( ) If so, what is the planned date of sale or offer for sale? Not applicable

If a product

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This information is proprietary and no disclosure thereof may be made outside \_\_\_\_\_ without written authorization from \_\_\_\_\_.

**Signature of inventor**      **Date**

**Signature of inventor**      **Date**

**Read and understood by:**

**Signature of witness**      **Date**

**Signature of witness**      **Date**

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1.  
**THE INVENTION**

2.

a. Give a brief  
description of the invention, particularly pointing out the feature(s) believed to be new.

ARTools is a suite of software, interactive web portals, and services that allows clients to achieve the optimal market prices and terms. Services include: ART's Automated Analysis Tools and Web Auction.

ARTools is the culmination of ART's fifteen years of helping our clients track their telecom expenses, conduct RFPs, and negotiate better contracts. The task of optimizing telecom costs falls into three areas:

- \* Tracking and trending ongoing monthly telecom spend, contracts and discounts
- \* Preparing, sending out, and managing an RFP about every 18 months
- \* Negotiating with bidders to conclude the RFP process

The analysis software allows our clients to track and trend their telecom spend. IT departments usually have at least one analyst who is dedicated to monitoring corporate spend, paying bills and tracking usage to the contract. This full time job becomes even more cumbersome if there are multiple vendors involved with multiple contracts for a variety of services. In most cases, telecom departments don't track all of their traffic every month because of the burden this represents. This makes regular auditing necessary in order to avoid carrier overcharges. The analysis software automates the tracking process helping your telecom department efficiently manage all of your traffic on a continual basis.

Taking telecom contracts to RFP is a laborious process. Gathering traffic information to include in the RFP can sometimes take weeks of a client's time. In many cases, the information is just not available and has to be estimated because clients don't have time to track global costs closely. Now clients who are using the analysis software will have all their billing information at hand, ready for an RFP release at the optimal time. Traditionally, after the traffic information was collected, ART or the client proceeded to write the RFP, sent it to bidders, and then took several days to analyze and rank the responses. The web auction format greatly reduces the time necessary to complete these steps. Most of this process has been automated, which results in time savings and much greater economies for both ART and our clients.

#### **Analysis Software**

The ARTools software allows large companies to completely automate and manage the entire business-to-business purchasing lifecycle of global networks. The software directly reads and interprets bills from major carriers like AT&T and MCI, enables the client to automate the preparation of traffic, bid, and other crucial data for auction without the need for traditional manual labor.

#### **RFP Web Auction**

The ARTools auction reduces the time required to complete a Request For Proposal (RFP) process from an average of 3~6 months to 7 days, while significantly decreasing the workload required by traditional RFPs. In the reverse auction, bidders participate in an accelerated RFP process that provides instant feedback and scoring online. Unlike commodity auctions, the ARTools auction acts as a decision-making model for large telecom spends.

2.

**Explain the purpose**

and advantages of the invention. What benefit does it provide and/or what problem does it solve?

Tracking telecom costs requires hours of labor each week. Most companies don't have resources to track and trend costs. Vendor billing CDs are all different and incompatible. It is difficult and expensive to predict precisely when to do an RFP. RFPs are time and labor intensive, which is costly and risky.

#### **What are the client benefits of ARTTools WebAuction?**

- Bids are more competitive as the market finds a bottom
- Shorter intervals (timeline compressed from 6 months to 1 week)
- Net resource impact tightened
- NPV of savings is greater
- Lost savings reduced
- Risks inherent in a long RFP cycle minimized
- Increased savings
- Client will be buying a guaranteed outcome, i.e. guaranteed savings and ROI
- Purely objective and fair bidding process with audit trail

#### **Benefits Clients can pass on to their Bidders**

- Shorter bid intervals
- Instant feedback
- Decrease in time and resources needed to put together bid response
- Purely objective and fair bidding process with audit trail

3

### **Describe or identify**

the prior art known to you which is improved upon or displaced by the invention.  
Applied Research Technologies, Inc. knows of no known prior art at this time. We have yet to encounter any services like ours in the marketplace or through a patent search.

This information is proprietary and no disclosure thereof may be made outside without written authorization from \_\_\_\_\_.

Signature of inventor

Date

Signature of inventor

Date

Read and understood by:

Signature of witness

Date

Signature of witness

Date

1.  
**DESCRIPTION OF THE INVENTION**

**DETAILED**

2.

a.

Describe the invention in detail using additional sheets as necessary. Be sure that each additional sheet is signed and dated by each inventor and two witnesses. The description should include at least one drawing or sketch. If the invention has been tested, briefly summarize the results which confirm the functions and advantages listed in Section 8B above. Append any reports or other material which would help to describe the invention.

**TECHNICAL FIELD**

This invention relates to tracking and trending telecommunications costs, as well as auctioning telecom traffic via an online RFP web auction.

**BACKGROUND OF THE INVENTION**

Large corporations commonly spend tens or hundreds of millions of dollars annually on telecommunications services with many carriers. Billing information from these carriers comes in many formats: on CD, paper, via the web, magnetic tape, EDI, etc. In addition, global billing information may be sent to many locations throughout the world. These factors make it difficult and time consuming for telecom managers to accurately manage their telecom spends to ensure they are being charged the correct rates.

For the past several years telecom rates have continued to decline. This market movement has prompted corporations to send their traffic out to bid via RFP every 12 to 36 months. In order to send out an RFP, corporations must collect all their global traffic, which may be a daunting task, even if they receive all their billing in the same location. Factors which contribute to this difficulty include: many different, non-compatible billing formats from several carriers, billing sent to many different worldwide locations, separate bills for different services.

**SUMMARY OF THE INVENTION**

ARTools is a suite of software and a web auction which allow large corporations to track and trend their telecommunications spend, as well as prepare their traffic to send out to bid via an online web RFP auction.

**BRIEF DESCRIPTION OF THE DRAWING**

FIG. 1 illustrates the ARTools process.

**DETAILED DESCRIPTION**

FIG. 1 illustrates the ARTools process which allows users to track and trend their telecommunications costs, prepare their traffic for RFP auction, and auction their traffic. Users insert their carrier CDs 101 into their PCs, which have ARTools client server software loaded. The software can

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be downloaded from the internet or installed from a CD. After loading the CDs into their PCs, users upload their traffic information to the ARTools Generic Database 102, which is hosted by Applied Research Technologies, Inc. (ART). The ARTools Generic Database takes traffic information from any kind of carrier CD (e.g. AT&T, Sprint, MCI, Pac Bell, etc.) and converts it to a generic format. This is necessary because each carrier has a different billing format. For users to track and trend telecom costs without spending unnecessary amounts of time, the formats must be comparable. The ARTools Generic Database makes the different billing formats comparable, and therefore much easier to compare and contrast the billing data for all of a user's telecom spend. Pricing data from the user's CDs is imported into the ARTools Best of Class (BOC) Database. 103 The BOC database tracks the most current rates of class rates for each traffic type. This is necessary given the fact that rates are continually decreasing. The database also tracks best of class contract terms and conditions. This is beneficial to the user because as the user monitors his or her monthly spend using ARTools, he or she can continually compare rates to the best in the market. 104. At any time users can run reports from their PCs which will allow them to look at their traffic information in any way they would like. Users can manipulate their data to look at local, interstate, cell, international or any other type of traffic. They can then compare these rates to the best of class rates to determine how far above or below best of class rates they are, as well as compare their spends to Minimum Annual Revenue Commitments, which are agreed upon by the user and the carrier when the contract is signed. 105. This allows the user to determine if they are spending below their commitment. In some cases, once the users are aware of a deficiency in spend, they can reroute traffic to make up for a deficit.

By using ARTools Analysis Software, users can instantly determine how far off of best of class they are. This will allow users to determine when to send their traffic to RFP. Users determine at what point it is most beneficial to go to RFP. They can determine this by setting the level of savings or Return On Investment (ROI) which would be required to make an RFP worthwhile. ARTools will track these "goals" monthly and the user will be advised when they have reached the breakpoint. When the user is ready to send his or her RFP traffic to bid, he or she simply goes to the ARTools website to set up an auction. There are 3 pieces to every telecom RFP auction: Pricing, Service Level Agreement (SLAs) and Terms and Conditions. If a user is already using the Analysis Software, then their traffic information is ready for auction. Without ARTools, users spend weeks collecting their traffic information to get it ready for bid. This is often a time-consuming and labor-intensive process, especially if traffic information is spread out in offices around the world.

To set up an RFP Auction the user goes to the ARTools site. They are given a username and password by ART which allows them access on the secure site. Once logged into the site, a user can set up an auction with the parameters he or she chooses. 107 See Figure 2 for details.

Once the RFP Auction is set up by the user, vendors are invited via email to the ARTools website to bid on the RFP. 108. After accepting a Non-Disclosure Agreement (NDA) and Letter of Intent (LOI), users are issued a username and password to the secure site. 109. Vendors are not allowed as much access as users. They are only allowed to see information they are

invited to bid on, as determined by the user. To bid, vendors log in to the site to view the questions and traffic information. 110. Vendors are allowed to submit and resubmit their answers as many times as they would like until the bid time has expired, which is determined by the user when the auction is set up. As the auction progresses, users can view in real time the answers of each vendor, how they rank, what their score is and how they compare to each other. This information is presented in an Executive Summary which is automatically updated as the bids change. 111. Users can not only view summary information, but can also drill down to see as much detail as they would like, down to the answers to each question. They may also view the real time scores in a histogram which graphically tracks the changes in price as well as overall score throughout the RFP.

According to the parameters chosen by the user when setting up the RFP, a vendor may trigger one or more overtimes to the auction, when answering a question in the final minutes of an RFP.

112. If an overtime is triggered, all vendors will be allowed to bid during the extra time, which is also determined by the user when setting up the auction.

Once the auction is closed, the users can view the summary and detailed results on the Executive Summary. The results are intended to give the user a mechanism by which to make a decision regarding which carrier to choose to sign a contract with for their traffic. The user is then responsible for choosing a carrier and signing a contract for service. ART is often asked by the user to assist in contract review and possible final negotiations with the carrier before contract signing.

Upon signing the contract, the carrier implements the new services. ART is often asked by the carrier to assist in managing the implementation process, which may take several months. 113. Once the new contract is implemented, the user can continue to use ARTTools Analysis Software to track and trend their telecom costs and thus the process starts again. 114. This is called the telecom lifecycle: 301) Tracking and trending monthly costs 302) RFP Web Auction 303) Implementation 304) Post Implementation Audit. See Figure 3: Telecom Lifecycle.

To set up an RFP Auction, users go to the ARTTools website 201 where they are given a username and password. 202. They are then able to log in to the site and begin setting up a RFP Auction. If they are already using ARTTools to track and trend their monthly telecom spend, then their traffic data is ready for bid and they only need to set up the questions and parameters of the auction. If they are not using ARTTools to track and trend their telecom costs, they must collect all their billing data and submit it to ART so it can be added to the database.

Once logged on to the ARTTools site, users are prompted by a series of screens which ask them for information or prompt them to make a selection regarding the parameters of the auction. The first screen asks them to fill out basic information about their company: location, phone number, email address of a contact, etc. 203. After a users traffic information is in the engine, they are presented with an on-screen list of all their traffic and asked to select which traffic they would like to include in their auction. 204. Often users are not able to send all of their traffic information to auction due to contract restrictions. By making the auctioning of traffic much easier, the ARTTools Auction makes it possible for users to do an auction whenever a piece of their traffic is ready to bid, rather than waiting until all of their traffic is ready. For

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example, users can choose to auction just their cellular traffic or international traffic. After selecting traffic types, users then select which services they would like to auction, voice, data, cellular, pagers, etc. 205. After all the sections and traffic are selected, users weight each section by importance: Price, Terms & Conditions, Service Level Agreements (SLAs) and Deal Breakers. 206. ARTTools is different than most auctions in that it takes into account much more than price. By weighting : Price, Terms & Conditions, Service Level Agreements (SLAs) and Deal Breakers, the auction can account for differing importance of all these issues. Each user may have a different preference regarding the importance of price, for example. ARTTools accounts for these differences. Users must also weight subsections of each section 207, which allows them to further customize the weighting and importance of each section. Users are given the opportunity to decide how much information vendors are allowed to see when bidding in the auction. The parameters are set in the Client Disclosure Form. 208. The form allows users to determine such things as: whether or not to show vendors their ranks and with how much detail, report when a question is a "deal breaker", determine how long until vendors are allowed to see results, etc.

Auction parameters are selected by the user, such as opening time and date, closing time and date, whether or not overtime will be included and if so, how many overtimes will be allowed and what their durations will be. 209.

Finally, users confirm all their selections and submit their bid information to the database. 210. When the start time elapses the bid automatically opens and vendors are allowed access to the site to submit their bids.

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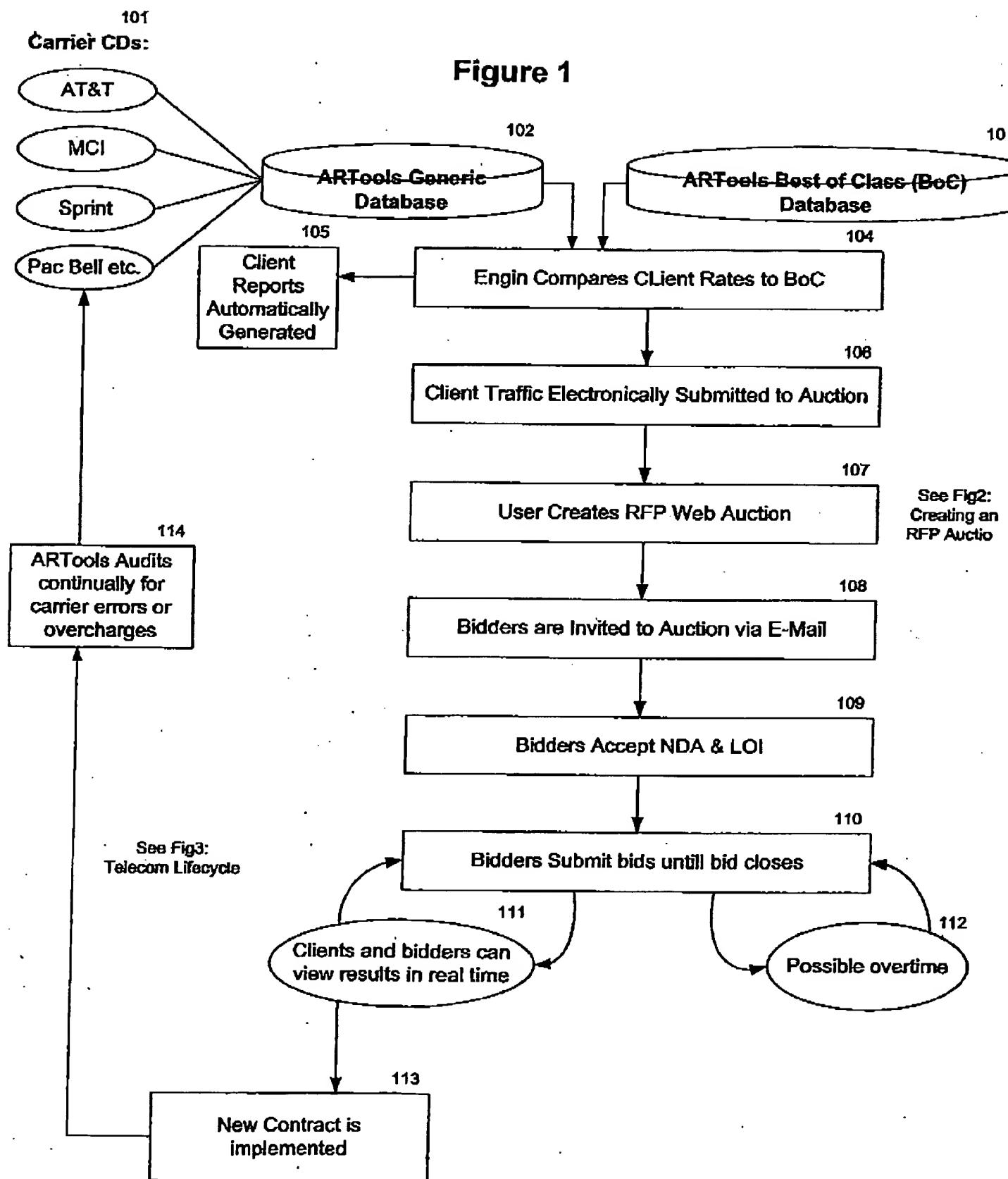
Signature of inventor                      Date

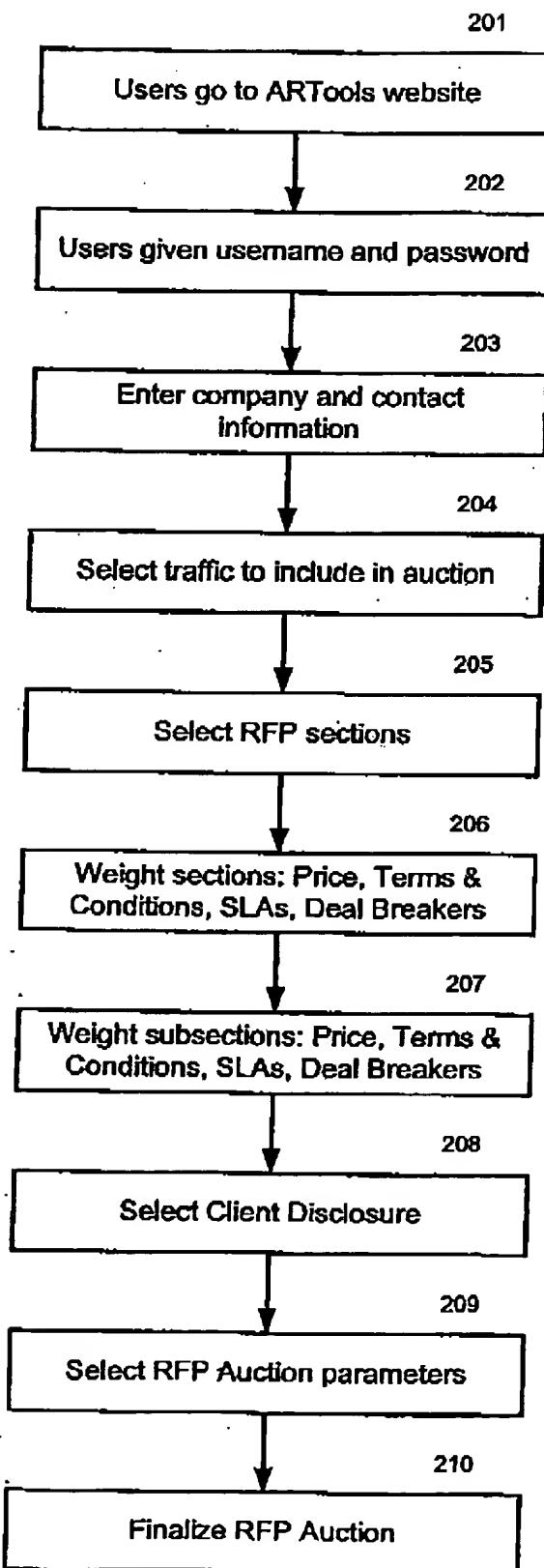
Signature of inventor                      Date

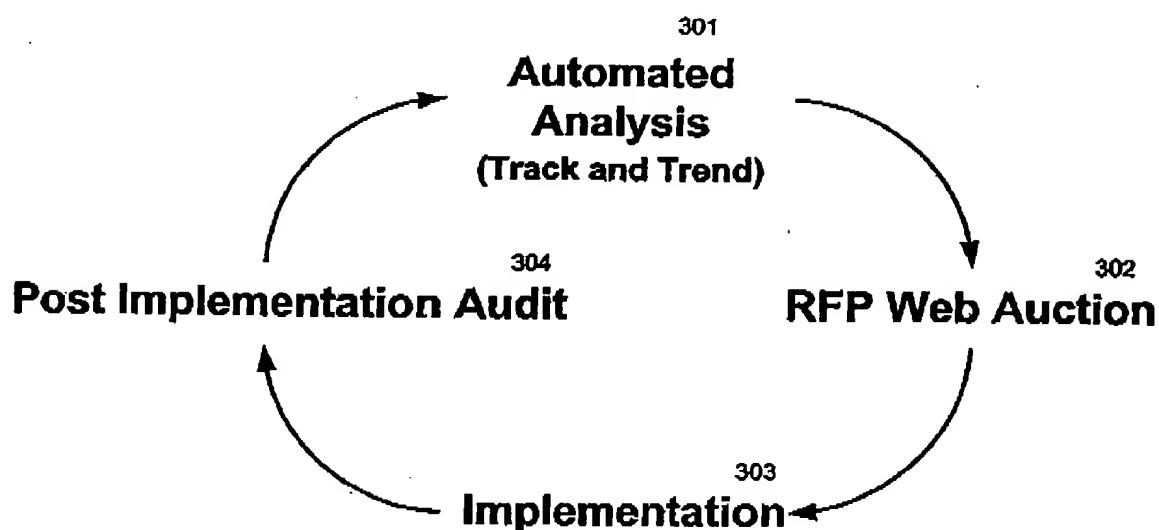
**Read and understood by:**

Signature of witness                      Date

Signature of witness                      Date



**Figure 2**

**Figure 3**

**RFP Process:**

A Web Auction v2.0 RFP involves both Applied Research Technologies (ART) and the RFP client. ART's major role is to set up the RFP, and to handle any negotiations after the RFP ends.

**(A) Initial Steps.**

ART begins by creating a client profile. The profile contains the client's basic information (such as name, street address, E-mail address, and Web site), as well as a project number if the client also has data in the ARTools Analysis Engine database.

After consulting further with a client, ART establishes the client's needs in two areas: (1) products and services to be provided by the vendor, and (2) service level agreements and other terms and conditions of the contract. Based on this consultation, ART determines which questions need to be asked during the RFP. A database contains all of the most commonly asked questions; if the client needs questions that are not in the database, ART will add those questions to the database.

**(B) Making the RFP**

Once the client profile and initial consultation are finished, ART makes the RFP. ART first enters in the basic RFP information: the RFP client, the name and title of the RFP, the types of goods and services being bid, the opening and closing dates of the RFP, and an E-mail alias used for communications during RFP bidding. Certain special features of the RFP auction, such as overtime bidding, may also be set up.

ART then chooses which questions will go into the RFP. RFP questions are organized into forms, which contain groups of related questions. Each form will appear, to the vendor, as an HTML form that the vendor must fill out. Similarly, an RFP will usually have groups of related forms, which are called "sections." When ART sets up the RFP, ART will choose first which sections will go in, then the forms in each section, then the questions on each form, based on its consultation with the client.

As items (sections, forms, or questions) go into the RFP, ART weights them. Weighting allows ART to specify which items are most important, and thus count most heavily towards a vendor's score. The weighting scale runs from 1 to 5, and is a simple multiplier (i.e., a section weight of 3 makes a section worth three times as much as a weight of 1). All questions, forms, and sections have default weights, which are read in from the database of questions. ART can choose to accept these default weights, or adjust them as it sees fit.

Once all the sections, forms, and questions are chosen and weighted, ART adds vendors to the RFP. An RFP must be sent to at least one vendor. ART gives each vendor a name and an E-mail address; the RFP automatically generates a username and password for them.

Finally, ART adds products and services to bid. Bid items fall into two categories, traffic and non-traffic items. Traffic includes most telecommunications traffic that is billed by the minute (e.g., voice and wireless communications). Non-traffic items are all other products and services.

Since many clients use the Analysis Engine as well as the Auction, their traffic data is already available. The Auction can get the data from the Engine and include it automatically. If the client does not have traffic data from the Engine, ART can enter the data in spreadsheet format and load it into the Auction directly.

If the client is also bidding non-traffic items, the Auction will ask ART to enter basic information for each item, such as its name, a description, and the quantity.

#### (C) Editing And Releasing the RFP

Often, key portions of the RFP will change just before release. When the RFP is completed, parts of it remain editable, until it is actually sent out to vendors. When an RFP is finished but still editable, ART may change the invited vendors, the items being bid, and the traffic being bid. ART also defines which people at the client company will have access to the RFP. Normally, two or three people at a client company will be given a user name and password, which will let them view the bid results as they happen.

While the RFP is editable, ART can change a few other things as well. Most of the general information, such as the RFP closing date and the RFP title, can be changed. Also, ART will create an executive overview to be sent to the vendors, which gives further information on what the RFP covers and how the vendors should bid.

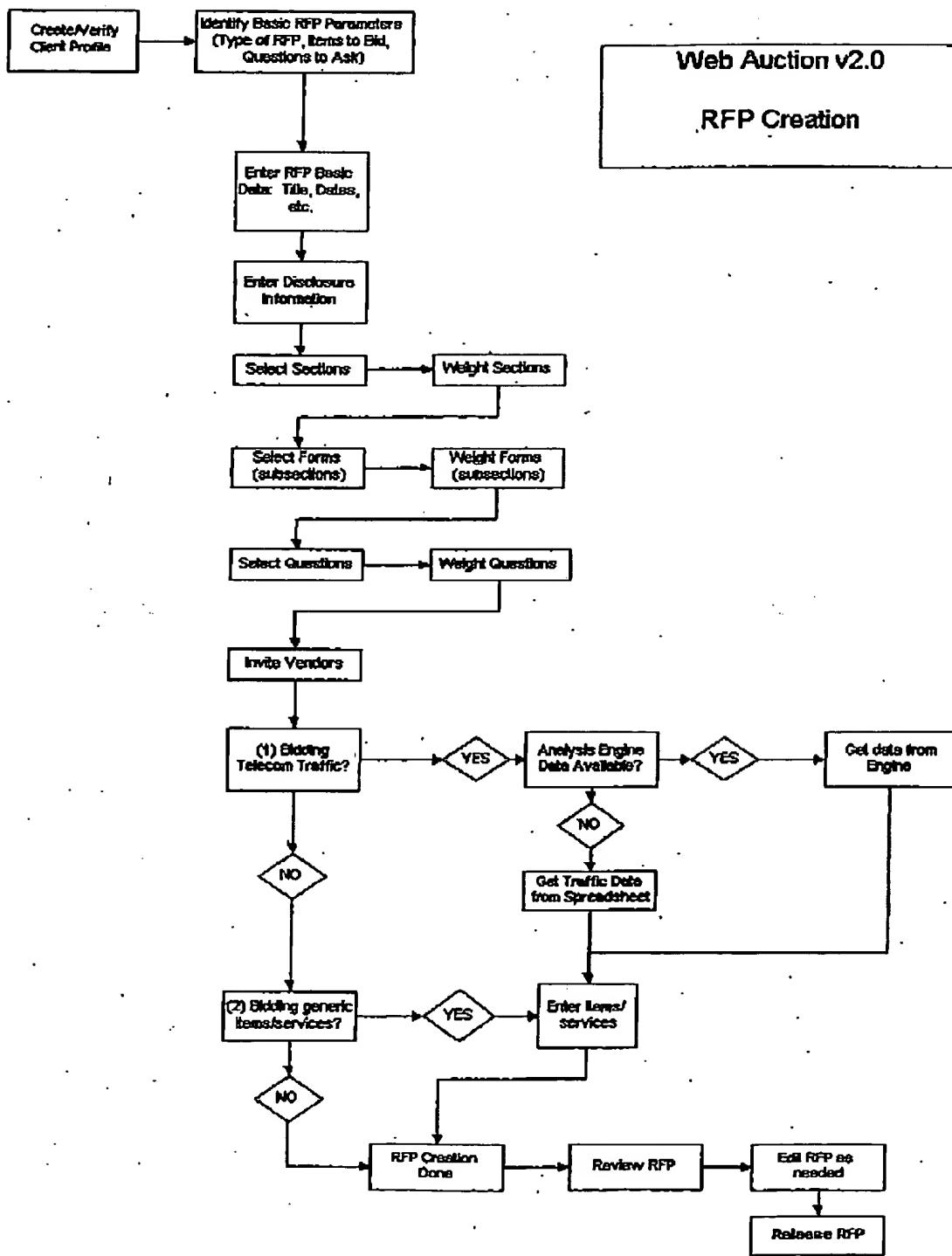
Once the vendors, clients, and bid items are updated, the RFP is ready for release. Releasing an RFP opens it to vendor bidding. It also sends out E-mail notifications to all people involved. Everyone on the RFP E-mail alias receives an announcement about the RFP. Vendors and client representatives receive instructions on using the RFP, including usernames and passwords.

#### (d) Vendor Bidding

to come

#### (e) RFP Results

to come



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PTO/SB/21 (09-04)

Approved for use through 07/31/2006. OMB 0651-0031

U.S. Patent and Trademark Office; U.S. DEPARTMENT OF COMMERCE

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**TRANSMITTAL  
FORM**

(to be used for all correspondence after initial filing)

Total Number of Pages In This Submission

Application Number 09/781,937

Filing Date February 12, 2001

First Named Inventor Buxton

Art Unit 3628

Examiner Name Borlinghaus, Jason M.

Attorney Docket Number AVOT-002

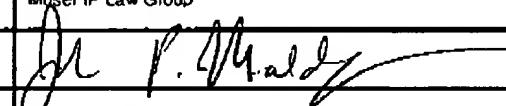
**ENCLOSURES (check all that apply)**

<input type="checkbox"/> Fee Transmittal Form	<input type="checkbox"/> Drawing(s)	<input type="checkbox"/> Alter Allowance Communication to TC
<input type="checkbox"/> Fee Attached	<input type="checkbox"/> Licensing-related Papers	<input type="checkbox"/> Appeal Communication to Board of Appeals and Interferences
<input checked="" type="checkbox"/> Amendment / Reply	<input type="checkbox"/> Petition	<input type="checkbox"/> Appeal Communication to TC (Appeal Notice, Brief, Reply Brief)
<input type="checkbox"/> After Final	<input type="checkbox"/> Petition to Convert to a Provisional Application	<input type="checkbox"/> Proprietary Information
<input type="checkbox"/> Affidavits/declaration(s)	<input type="checkbox"/> Power of Attorney, Revocation Change of Correspondence Address	<input type="checkbox"/> Status Letter
<input type="checkbox"/> Extension of Time Request	<input type="checkbox"/> Terminal Disclaimer	<input checked="" type="checkbox"/> Other Enclosure(s) (please identify below):
<input type="checkbox"/> Express Abandonment Request	<input type="checkbox"/> Request for Refund	Certificate of Facsimile Transmission
<input type="checkbox"/> Information Disclosure Statement	<input type="checkbox"/> CD, Number of CD(s) _____	Two Declarations under 37 CFR §1.131 and Exhibit A
<input type="checkbox"/> Certified Copy of Priority Document(s)	<input type="checkbox"/> Landscape Table on CD	
<input type="checkbox"/> Reply to Missing Parts/ Incomplete Application		
<input type="checkbox"/> Reply to Missing Parts under 37 CFR 1.52 or 1.53		

**Remarks**

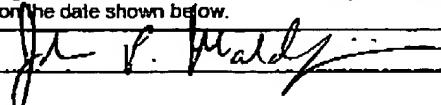
It is believed that no fee is required in this response. If I am mistaken and a fee is due, please charge the fee to Deposit Account 50-3582.

**SIGNATURE OF APPLICANT, ATTORNEY, OR AGENT<sup>2</sup>**

Firm	Moser IP Law Group		
Signature			
Printed Name	John P. Maldjian		
Date	October 13, 2005	Reg. No.	41,967

**CERTIFICATE OF TRANSMISSION/MAILING**

I hereby certify that this correspondence is being facsimile transmitted to the USPTO or deposited with the United States Postal Service with sufficient postage as first class mail in an envelope addressed to: Commissioner for Patents, P.O. Box 1450, Alexandria, VA 22313-1450 on the date shown below.

Signature	
Typed or printed name	
	Date
	October 14, 2005

This collection of information is required by 37 CFR 1.5. The information is required to obtain or retain a benefit by the public which is to file (and by the USPTO to process) an application. Confidentiality is governed by 35 U.S.C. 122 and 37 CFR 1.11 and 1.14. This collection is estimated to 12 minutes to complete, including gathering, preparing, and submitting the completed application form to the USPTO. Time will vary depending upon the individual case. Any comments on the amount of time you require to complete this form and/or suggestions for reducing this burden, should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, U.S. Department of Commerce, P.O. Box 1450, Alexandria, VA 22313-1450. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Commissioner for Patents, P.O. Box 1450, Alexandria, VA 22313-1450.

If you need assistance in completing the form, call 1-800-PTO-9199 and select option 2.